

AMENDMENTS TO THE CLAIMS

This listing of claims will replace all prior versions and listings of claims in the application:

1. (Cancelled).
2. (Previously presented) A method for optimizing selection of advertisements for transmission to a customer, comprising:

creating at least one customer profile for a possible recipient of advertisement data, said customer profile reflecting the recipient's interests in predetermined characteristics of the advertisement data;

creating an ad-attribute profile for each of said advertisements, said ad-attribute profile comprising a measure of uncertainty regarding said recipient's interest in each of said advertisements, wherein said measure of uncertainty inversely affects said ad-attribute profile;

computing a value that said recipient will select each of said advertisements; and selecting the advertisement corresponding to a highest value.
3. (Currently amended) The method of claim 2, further comprising the step of serving the highest value advertisement of to the recipient.
4. (Previously presented) The method of claim 2, wherein said ad-attribute profile further comprises a measure of a degree of content of said predetermined characteristics in said advertisements.

FINNEGAN
HENDERSON
FARABOW
GARRETT &
DUNNER LLP

1300 I Street, NW
Washington, DC 20005
202.408.4000
Fax 202.408.4400
www.finnegan.com

5. (Previously presented) The method of claim 2, wherein said at least one customer profile comprises one attribute for each of said predetermined characteristics.

6. (Previously presented) The method of claim 2, wherein the uncertainty is inversely proportional to a number of times said advertisement has been served.

7. (Previously presented) The method of claim 6, wherein said ad-attribute profile comprises one attribute for each of said predetermined characteristics.

8. (Previously presented) The method of claim 7, wherein said computing step further comprises the following steps for each advertisement:

- (a) multiplying an attribute of said customer profile by a corresponding attribute of said ad-attribute profile to yield a product;
- (b) accumulating the product; and
- (c) repeating steps (a) and (b) for every attribute of said customer profile.

9. (Previously presented) The method of claim 8, wherein said computing step further comprises the step of computing a value based on a predicted sequence of Web sites being accessed.

10. (Previously presented) The method of claim 9, wherein a value for an advertisement is lowered if a particular Web site is predicted to be shown in the future.

11. (Previously presented) The method of claim 2, wherein said computing step further comprises:

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FARABOW
GARRETT &
DUNNER LLP

1300 I Street, NW
Washington, DC 20005
202.408.4000
Fax 202.408.4400
www.finnegan.com

adding a revenue amount associated with each of said advertisements to said value; and

subtracting a cost associated with each of said advertisements from said value.

12. (Previously presented) The method of claim 2, wherein ~~said computing step further comprises computing a value that said recipient will select each of said advertisements, said the computed value being equal to equals a square root of a-the~~ number of times said advertisement has been served.

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13. (Previously presented) The method of claim 2, wherein said computing step further comprises computing a value, said value based on a predicted number of visitors to a predetermined number of Web sites.

14. (Currently amended) The method of claim 2, wherein said selecting step comprises:

selecting a predetermined number of advertisements corresponding to a highest value; and

storing an identifier for each advertisement in an ad queue.

15. (Previously presented) The method of claim 14, wherein an advertisement is served to a user from said ad queue.

16. (New) A method for optimizing selection of advertisements for customers, comprising:

FINNEGAN
HENDERSON
FARABOW
GARRETT &
DUNNER LLP

1300 I Street, NW
Washington, DC 20005
202.408.4000
Fax 202.408.4400
www.finnegan.com

creating a customer profile for a customer, the customer profile including customer attributes;

creating an advertisement profile for each of a plurality of advertisements, each advertisement profile including an expected revenue based on potential placement of the corresponding advertisement;

for each advertisement, using the customer profile to determine an estimated probability that the customer will respond to the advertisement; and

selecting which of the plurality of advertisements to present to the customer based on the estimated value, which includes the probability of the customer taking a specified action, and the expected revenue associated with such event, and any additional learning gained.

17. (New) The method of claim 16, wherein the selecting further includes:
calculating for each advertisement a projected value based on the estimated probability and the expected revenue; and
selecting the advertisement with the highest projected value.

18. (New) The method of claim 16, further comprising:
presenting the selected advertisement to the customer; and
collecting data regarding the customer's response to the advertisement.

19. (New) The method of claim 18, further comprising:
updating the customer profile based on the collected data.

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20. (New) The method of claim 16, wherein the customer attributes include long term attributes and short term attributes.

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HENDERSON
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GARRETT &
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